

INPUT

ORDER/INVOICE/FULFILLMENT

ORIGINATOR		ORIGINATOR (SIGNATURE) <u>John A McGann</u>		PREPARED BY: <u>John A McGann</u>		DATE: <u>4/19/95</u>									
		<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <input checked="" type="checkbox"/> NEW ORDER <input type="checkbox"/> CONTINUATION <input type="checkbox"/> CHANGE <input type="checkbox"/> CANCEL <input type="checkbox"/> SPECIAL: </div> <div style="width: 45%;"> <input type="checkbox"/> FULFILLMENT ONLY <input type="checkbox"/> SINGLE INVOICING <input type="checkbox"/> MULTI-INVOICING <input type="checkbox"/> NO. INVOICES <u>1</u> <input type="checkbox"/> PENDING: </div> </div>		<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> COMMISSION TO: <u>JMcG 100</u> % _____ % _____ % _____ % </div> <div style="width: 45%;"> SOLD BY: <u>JMcG 100</u> % _____ % _____ % _____ % </div> </div>		APPROVED <u>JSF</u> INITIAL <u>4/19/95</u> DATE									
PRODUCT		<input type="checkbox"/> SUBSCRIPTION <input checked="" type="checkbox"/> CUSTOM <input type="checkbox"/> MULTICLIENT <input type="checkbox"/> REPORTS <input type="checkbox"/> COPIES <input type="checkbox"/> CONSULT/PRESENT. <input type="checkbox"/> TAPES/MATERIALS <input type="checkbox"/> REIMBURSED COSTS		US <input checked="" type="checkbox"/> UK <input type="checkbox"/> PROJ. ID/YEAR <u>US YIMZ</u>		TITLE OR DESCRIPTION <u>Research on Quotron / ATT</u>		AMOUNT <u>\$1040</u>							
		CLIENT AUTH. P.O. # _____ INPUT CONTRACT <input type="checkbox"/> LETTER <input type="checkbox"/> VERBAL <input checked="" type="checkbox"/>		ATTACH ALL AUTHORIZING DOCUMENTS TO WHITE (CONTRACT) COPY.											
INVOICE		SHIP TO: * NAME <u>P. Sullivan</u> TITLE <u>Director</u> COMPANY <u>IMNET</u> ADDRESS <u>2 Broadway, 20th floor</u> <u>NY, NY 10004</u> PHONE (212) <u>510 1500</u>				INVOICE TO: (IF DIFFERENT) NAME _____ TITLE _____ COMPANY _____ ADDRESS _____ PHONE () _____									
		* <input type="checkbox"/> Check here if more than one shipping address and attach names and addresses to green (fulfillment) copy. * <input type="checkbox"/> Check here for address change to mail list.													
O.I.F. ONLY		INVOICE TO READ: (FOR OTHER THAN STANDARD WORDING) <u>consulting research -</u>													
		SPECIAL INSTRUCTIONS FOR HANDLING, BILLING, STAGGERED OR DELAYED PAYMENTS, ETC. _____ _____													
ORIGINATOR/SHIPPING		INV. COMP. _____		BY: _____		DATE: _____		CLIENT #: _____		ORDER #: _____		INV. #: _____		MULTI-INVOICING _____ OF _____	
		ITEM DESCRIPTION OR TITLE _____ _____ _____ _____ _____		NO. _____ _____ _____ _____ _____		BY _____ _____ _____ _____ _____		DATE _____ _____ _____ _____ _____		ITEM DESCRIPTION OR TITLE _____ _____ _____ _____ _____		NO. _____ _____ _____ _____ _____		BY _____ _____ _____ _____ _____	
FULFILLMENT		FULFILLMENT TO BE COMPLETED IN <input type="checkbox"/> PALO ALTO <input type="checkbox"/> LONDON <input type="checkbox"/> OTHER _____													



TITLE

Consulting research (Quotron/ATT)

CLIENT

IMNETCONTRACT: ATTACHED ☐ TO FOLLOW ☐ LETTER ☐ VERBAL ☒PROJECT LEADER JMc Gann CODE YIMZDATE STARTED 4/11 PLANNED COMPLETION DATE 4/19LEVEL OF EFFORT (Professional Man Days) 08TOTAL CONTRACT VALUE: \$ 1024REVENUE DISTRIBUTION (% or \$) INPUT US ☐ INPUT LTD ☐REIMBURSABLE EXPENSES: NO ☒YES ☐EXP. BUDGET NOTO COVER: TRAV: ☐TEL: ☐RPT. PREP.: ☐OTHER: ☐BILLING SCHEDULE DESCRIPTION Bill immediately

PROJECT DESCRIPTION Find out if there is any
public information suggesting that
Quotron and ATT might be
developing a financial terminal/
information service.

INDICATE TYPE OF CUSTOM WORK: REPORT ☐ PRESENTATION ☐THANK YOU PACKAGE: Phone Discussions YES ☐ NO ☒



1985 QUARTERLY SCHEDULING PLAN (Q2)

DATE: 4/19/85PROJECT: YIMZPROJECT LEADER: Jim Gann

PROJECT LEADER: <u>J Mc Graw</u>																			
CORPORATE/WEEK ENDING						APRIL					MAY				JUNE				
ACTIVITY	PROJECT	NAME	MAN DAYS	EFFI- CIENCY	ESMD	CORP WEEK END	14 4/5	15 4/12	16 4/19	17 4/26	18 5/3	19 5/10	20 5/17	21 5/24	22(4) 5/31	23 6/7	24 6/14	25 6/21	26 6/28
PROJECT AUTHORIZATION/ SPECIFICATION	JM		0.1	1	0.1	4/19													
DESIGN/OC																			
APPROVAL / REVIEW MEETING																			
INTERVIEWS ON SITE () NO.																			
INTERVIEWS PHONE () NO.	3	JM	0.4	1	0.4														
DATA TAB AND ANALYSIS																			
WRITING																			
ABSTRACT																			
OC																			
REPORT PROD. AND SHIPPING																			
PRESENTATION <u>by phone</u>	JM		0.3	1	0.3														
TOTALS					0.8														



1985 QUARTERLY SCHEDULING PLAN Q1

PROJECT: _____

DATE: _____

PROJECT LEADER: _____

CORPORATE/WEEK ENDING						JANUARY				FEBRUARY				MARCH				
ACTIVITY PROJECT	NAME	MAN DAYS	EFFI- CIENCY	ESMD	CORP WEEK END	1 1/4	2 1/11	3 1/18	4 1/25	5 2/1	6 2/8	7 2/15	8 2/22	9 3/1	10 3/8	11 3/15	12 3/22	13 3/29
PROJECT AUTHORIZATION/ SPECIFICATION		0.5	1	0.5														
Q DESIGN		1	1	1														
Q APPROVAL/ REVIEW MEETING		0.5	1	0.5														
INTERVIEWS ON SITE () NO.			1															
INTERVIEWS PHONE () NO.	SC RA	2 4	1 0.5	2 2														
DATATAB AND ANALYSIS		3	1	3														
WRITING				5														
ABSTRACT																		
QC				0.5														
REPORT PROD. AND SHIPPING																		
PRESENTATION				1														
"THANK YOU" MAILED																		
PLAN				15.5														
ACTUAL																		
CUM P/A																		

Priced at 22,300



1985 QUARTERLY SCHEDULING PLAN Q1

PROJECT: _____

DATE: _____

PROJECT LEADER: _____

CORPORATE/WEEK ENDING						JANUARY				FEBRUARY				MARCH				
ACTIVITY	NAME	MAN DAYS	EFFI- CIENCY	ESMD	CORP WEEK END	1 1/4	2 1/11	3 1/18	4 1/25	5 2/1	6 2/8	7 2/15	8 2/22	9 3/1	10 3/8	11 3/15	12 3/22	13 3/29
PROJECT AUTHORIZATION/ SPECIFICATION		.5	1	.5														
Q DESIGN		1	1	1														
Q APPROVAL/ REVIEW MEETING		.5	1	.5														
INTERVIEWS ON SITE () NO. 2		1	1	1														
INTERVIEWS PHONE () NO. 8		2	1	2														
DATATAB AND ANALYSIS		.5	1	.5														
WRITING		2	1	2														
ABSTRACT																		
QC																		
REPORT PROD. AND SHIPPING																		
PRESENTATION		1	1	1														
"THANK YOU" MAILED																		
PLAN				8.5														
ACTUAL																		
CUM P/A																		

priced at 12, 150



INPUT CONTACT REPORT

STATE: NJ

DATE WRITTEN: 4/19/85

COMPANY: <u>IMNET</u>	INPUT STAFF:	REASON:	RELATING TO:
NAME: <u>P. Sullivan</u>	(INIT.) <u>JMG</u>	<input checked="" type="checkbox"/> SALES	<input type="checkbox"/> ISIP <input type="checkbox"/> FSP
TITLE: <u>Director</u>	(INIT.)	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: <u>2 Bway</u>	<input checked="" type="checkbox"/> PHONE <input checked="" type="checkbox"/>	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> ISP <input type="checkbox"/> IMP
<u>NY, NY 10004</u>	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CAEM
PHONE <u>(212) 510 - 1500</u>	CONTACT DATE: <u>4/10-4/19</u>	<input type="checkbox"/> SUPPORT	<input checked="" type="checkbox"/> CUSTOM
		<input type="checkbox"/> OTH: _____	<input type="checkbox"/> OTHER

☐ MAIL LIST (Check all that apply) ☐ Client ☐ Prospect ☐ Press ☐ Key Contact ☐ Decision Maker ☐ Product User

DISCUSSION: Discussed future needs for analysis of banking & home markets for IMNET services. Pat asked me to do a 1/2 to 1 day research job on what if anything Quotron was doing with ATT. Information that I gathered from industry sources on this question were delivered by phone to Pat and Dick Adamack. They were pleased with the information and stated that they will be developing specs for the research jobs we discussed. Pat also noted that he was under considerable pressure and appreciated our consultative type of contact. He does not want to be pressured for business. I have also renewed my acquaintance with B. Bonster (formerly of CAP) who is on his staff.

BUSINESS DEVELOPMENT POTENTIAL: 60% (I will be drafting study ideas for Pat to review within the next few weeks if he doesn't set up a meeting)

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST





is really about something

lines. They're expensive to lease, highly complex, and their limited capacity can create unacceptable delays.

IMNET broadcasts data via satellite and television signals. Costs are reduced. Capacity is far greater. Because the system has fewer elements, reliability is increased. And new locations are easily added by simply installing a receiving antenna.

New workstation capabilities.

For greater decision support and productivity, IMNET puts an IBM personal computer on every broker's desk.

Quotes, news, research and customer information appear in different windows on the same screen, all selected by the individual user. A stock watch signals new developments for up to 300 securities—not only prices, but volume and bid/ask.

And, of course, the IBM workstation allows a broker to choose from a wide range of available software. As well as more yet to come.

A remarkable team.

No single company could have created a system like this. Over three years, IMNET has been drawing on the skills and resources of some of America's leading corporations.

IBM provides its products, network architecture and support services. Merrill Lynch its experience with the industry's information needs. Satellite transmission is supplied by Equatorial Communications. And advanced video technology by the Public Broadcasting Service.

Come meet the next generation.

For more information and a demonstration of what IMNET can do for you, contact Joe Agro, Vice President of Marketing and Market Development, International MarketNet, 70 Broadway, New York, NY 10004. Or call (212) 510-6249. He'll show you what the debate over quote systems should really be about.

IMNET

The information and communications system
your future demands.



debate over quote system

Don't be distracted by all the talk about quote systems. By and large, it's missing the point.

Like most investment firms, you're probably on the verge of upgrading the information system for your branch offices and other locations. This decision is even more crucial than you think—similar to the one you made years ago to computerize your operations.

The wrong choice now could create a handicap for years to come. It could limit your ability to introduce new products and services. To improve the productivity of your brokers. And to control costs.

You don't need just a new and better quote system. Your future demands more.

Introducing the IMNET™ system.

IMNET has created a support system for your entire firm. It combines complete, reliable market data with advanced networks and the latest computer technology. It gives you the total solution you need to compete successfully—now and

for decades to come.

For the first time, your whole firm will be unified information and communications system. Brokers will be linked directly to your host computers. They will be able to monitor data on proprietary products. Take advantage of research the instant it's available. Analyze data with your firm's software applications.

The IBM-based system.

The IMNET system is built on IBM systems and network architecture. It will make the most of your data processing investment, because IMNET will custom-design you to incorporate your present IBM computers.

This mainstream technology means your IMNET will be able to take advantage of new office automation communications developments as they occur.

Real-time data via broadcast.

Until now, major quote services delivered data over

